



**MINUTES OF THE
GREATER WHEELING SPORTS & ENTERTAINMENT AUTHORITY
March 28, 2023**

Members Present: Mayor Glenn Elliott (Chair), Robert Herron, Karen Stakem, John Culler, Kevin Duffin, Ned George, Rich Lucas, Dave Palmer, David Croft

Members Absent: Rocky Fitzsimmons (Excused)

Others Present: Nancy Hughes (Arena/Theatre), Kelly Tucker (Arena/Theatre)

Media: None

With a quorum present Mr. Elliott, called the meeting to order at 12:04 pm.

On a motion by Mr. Palmer and seconded by Mr. Duffin, minutes of the February 28, 2023, meeting were passed unanimously.

FINANCIAL REPORT

Revenues, Expenses Report – Mrs. Hughes

WesBanco Arena / Capitol Theatre

Total Income for the month of February	\$301,471.00
Total Operating Expenses for the month of February	\$224,522.00
Net Operating Income Profit for the month of February	\$76,949.00
Total Other Income for the month of February	\$4,373.00
NET Income for the month of February	\$81,322.00

- The fiscal year to date NET Operating Loss (\$317,716.00)
- Cash in the Operating account as of 02/28/23 \$397,353.00

Mrs. Hughes included in her presentation a few nontraditional reports including the ARPA activity summary that is provided to the City of Wheeling monthly and a fiscal year to date report of Revenue generated by events at the Arena and Theatre. As of February 28, 2023, Toughman the top revenue producing event with \$103,522.00 (after reimbursed expenses were subtracted). Mrs. Hughes highlighted the impact of concession revenue as an important part of our income.

Motion to accept the Financial Report– Mrs. Stakem

Second – Mr. Duffin

Motion passed unanimously

OPERATIONS REPORT

Ms. Tucker reported on the following information:

- Kicked off the month with MEC
 - The arena had issues with video screens, and is need a new processor, the old one keeps overheating and consistently needs reset. The cost of a new processor is \$53,000. Ms. Tucker presented the information to Mr. Herron for funds out of the RCIP fund which City Council must approve
 - It will take two weeks to order and a week to install which needs to happen prior to TBT in July

Motion to purchase new processor – Mr. Lucas

Second – Mr. Culler

Motion passed unanimously.

- PBR was a highly successful event again this year, both nights were sold out and sold standing room only tickets for Saturday
 - Concessions revenue \$43,000/Merch revenue was \$56,000 of which we received \$13,000
 - PBR is looking at adding a Thursday night for 2024
- Harlem Globetrotters was lightly attended with only 1500
 - Still a great event for us and they want to return in 2024
- Nailers hockey had a few highly attended games including country night
 - Concessions revenue over \$15,000
- Mark Stuckey had a massive stroke the week of PBR, and we are waiting to hear what the next steps are for him. He is currently out on sick leave.
 - The maintenance crew really worked hard together to turn over the arena from dirt to basketball to ice in a week
- Capitol Theatre also had a busy month
 - Broadway, Aaron Lewis, Linsly Extravaganza and Symphony
 - Aaron Lewis was a sold-out event, we increased our POS and concession team was prepared –The concessions record was broken at the theatre, with over \$43,000 in one night in revenue
- The team is refueling this week as we prep for Casting Crowns, Almost Queen and Nailers final games of the season next week.
- Working hard on some new events for the arena and theatre
 - Disney on Ice has confirmed for January 2024, the theatre went on sale with Larry the Cable Guy last week and already sold over seven hundred tickets.
- Will be announcing, Wheel of Fortune, WASP and Encanto sing along at the theatre in the next few weeks.
- Still waiting on TBT to determine their official dates/ We have received the ticket build and will go on-sale on May 1st
- Michael Lloyd from the City is setting up a meeting with Segra regarding fiber installation in the next few weeks

Motion to accept the Operations Report – Mr. Palmer

Second – Mr. George

Motion passed unanimously.

COMMITTEE REPORTS

None

NEW BUSINESS

None

Motion to go into Executive Session by Mr. Culler. Seconded by Mrs. Stakem. With no further business, Mr. Palmer moved the meeting into Executive Session at 12:14 pm. The Board returned to regular session at 12:26 pm.

With no further business Mr. Elliott adjourned the meeting at 12:31 pm.

The next regularly scheduled meeting of the Board will be April 23, at 12:00 noon.

Respectfully submitted,

Glenn Elliott, Chairman

David Croft, Secretary